

Message Text

UNCLASSIFIED

PAGE 01 FRANKF 04530 151453Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W
-----151612Z 078051 /45

R 151422Z JUN 77
FM AMCONSUL FRANKFURT
TO SECSTATE WASHDC 8406
INFO AMEMBASSY BONN

UNCLAS FRANKFURT 4530

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: SPECIAL TRADE OPPORTUNITY, WEST GERMAN MANUFACTURER
SEEKS U.S. PRODUCED POLYESTER SUN CONTROL FOIL

1. HERR WALTER PFISTER, MANAGING DIRECTOR WALTER WAGNER GMBH,
AM KOCHSGRABEN 1, 6330 WETZLAR, TELEPHONE: 064441-31055,
SEEKS U.S. SOURCES OF SUPPLY FOR POLYESTER FOIL USED AS A
HEAT SAVING/INSULATING MEDIUM IN ROLL-DOWN WINDOW COVERS
FOR RESIDENTIAL AND OFFICE BUILDINGS. PFISTER UNDERSTANDS
NEWEST U.S. TECHNOLOGY OFFERS THIS FOIL IN A FORM TRANSPARENT
FROM BOTH SIDES.

2. WALTER WAGNER GBH HAS BEEN ENGAGED IN THE MANUFACTURE OF
ALUMINUM WINDOW FRAMES AND SHUTTERS FOR 24 YEARS IN WETZLAR.
ANNUAL TURNOVER FOR 1976 IS REPORT AT DM 10 MILLION. EMPLOYEES:
100.

3. SINCE POTENTIAL FOIL PURCHASES BY THIS FIRM COULD REACH
\$500,000 YEARLY. COMMERCE IS REQUESTED TO (A) ALERT POTENTIAL
U.S. SUPPLIERS AND ENCOURAGE THEM TO CONTACT PFISTER AT
WALTER WAGNER GMBH DIRECTLY; AND (B) FORWARD LIST OF
U.S. SUPPLIERS TO FRANKFURT FOR TRANSMITTAL TO PFISTER.LEHMANN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Sent Date: 15-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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